

Message Text

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46

ACTION ARA-20

INFO OCT-01 ADP-00 SS-15 PM-07 MC-02 AID-20 IGA-02 OMB-01

L-03 CIAE-00 INR-10 NSAE-00 RSC-01 EUR-25 EB-11

COME-00 TRSE-00 RSR-01 /119 W

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R 081251Z AUG 73

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 8260

DOD/ISA

INFO USCINCSO, QUARRY HTS CZ

DIA WASHDC

C O N F I D E N T I A L QUITO 4127

E.O. 11652: GDS

TAGS: MILI, EC, US

SUBJECT: SALE OF F-5S

REF: STATE 138492 AND PREVIOUS.

1. DELIBERATIONS ON PURCHASE OF FIGHTER AIRCRAFT HAVE BEEN PROCEEDING WITHIN GOE. PROPOSAL TO SEND MISSION TO US, UK AND POSSIBLY USSR HAS REPORTEDLY BEEN SHELVED FOR TIME BEING. DATT HAS RECEIVED REPORT THAT FAE STAFF EVALUATION OF RELATIVE MERITS OF VARIOUS AIRCRAFT CONCLUDE THAT GOE SHOULD BUY MCDONNELL DOUGLAS F-4S. HE DOUBTS THIS IS SERIOUS RECOMMENDATION, AND MIGHT EVEN BE DIVERSIONARY TACTIC TO BUY TIME FOR REVIVING JAGUAR DEAL WHICH WAS REJECTED AS TOO COSTLY (US\$72 MILLION FOR TWELVE AIRCRAFT PLUS SUPPLEMENTARY EQUIPMENT). BECAUSE ECUADOREAN NAVY WAS FAR BETTER PREPARED WITH SPECIFIC EQUIPMENT PURCHASE PROPOSALS, IT HAS SO FAR RECEIVED LION'S SHARE OF NEW EQUIPMENT. THIS NATURALLY INCREASES PRESSURE FROM AIR FORCE TO GET ITS SHARE. WE ASSUME SOME PROGRESS ON AIRCRAFT PURCHASE DECISION IS BEING MADE, BUT DECISION NOT YET FIRM AND OPPORTUNITY STILL EXISTS FOR US TO INFLUENCE GOE TO BUY US.

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2. IN GOE STUDY OF ALTERNATIVE AIRCRAFT, ONLY POTENTIAL US MODEL WOULD BE NORTHROP F-5. VISITING NORTHROP REPRESENTATIVE STATES BEST PACKAGE HIS FIRM COULD OFFER GOE WOULD BE RELATIVELY PROMPT DELIVERY OF ZERO-TIMED SF-5BS, WITH EXPECTATION THAT CONDITIONS WOULD HAVE CHANGED IN NEXT FEW YEARS TO PERMIT SECOND PHASE OF SUPPLY WHICH WOULD BE REPLACEMENT OF SF-5BS WITH F-5ES. FOR THIS PROPOSAL TO PROSPER WITHIN GOE, NORTHROP AND EMBASSY NEED ASSURANCE OF USG APPROVAL FOR THIS TRANSACTION.

3. ACTION REQUESTED: IN PREVIOUS MESSAGES EMBASSY HAS REQUESTED GUIDANCE ON WHETHER USG WOULD GRANT EXPORT LICENSE FOR COMMERCIAL VERSION OF F-5. AT THIS TIME, WE REQUEST DEPARTMENT'S INSTRUCTIONS ON SPECIFIC ISSUE OF WHETHER USG WOULD GRANT WHATEVER PERMISSION REQUIRED FOR NORTHROP TO PURCHASE SIX TO EIGHT SF-5BS FROM SPAIN, RECONDITION THEM, PROBABLY PARTLY IN US, AND SELL TO ECUADOR.
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